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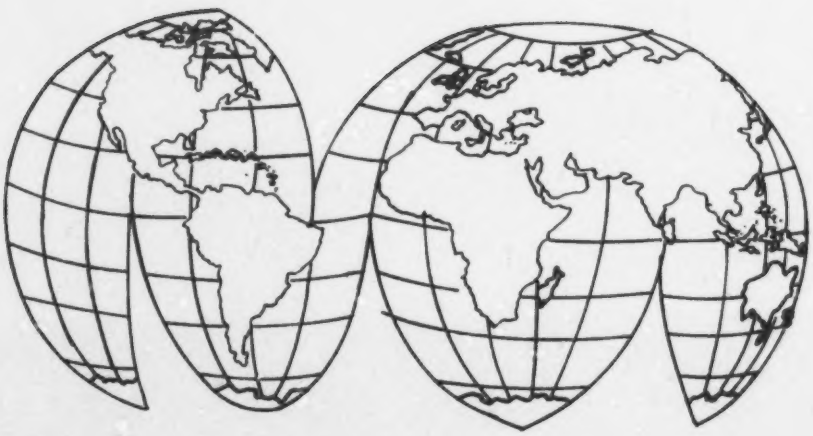
INTERNATIONAL TRADE

STATE AND LOCAL
Resource Directory

1988–1989

Arizona



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA 1.13/4:

INTERNATIONAL TRADE

State and Local Resource Directory 1988 - 1989

Arizona

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416

FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Arizona. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Major contributions were made by Vincent Tammelleo of the Phoenix District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

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U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
2005 North Central Avenue, 5th Floor
Phoenix, AZ 85004
(602) 261-3732

U.S. Small Business Administration
Federal Building, Room 3V
300 West Congress Street
Tucson, AZ 85701
(602) 629-6715

U.S. Department of Commerce
International Trade Administration
Federal Building & U.S. Courthouse
230 North 1st Avenue, Room 3412
Phoenix, AZ 85025
(602) 261-3285

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered.

Arizona Department of Commerce
Business and Trade Section
Executive Tower, Fourth Floor
1700 West Washington Street
Phoenix, AZ 85007
(602) 255-5374

The Arizona Department of Commerce works to promote exports by Arizona firms through a number of programs. It provides individual counseling for exporters, evaluation of potential export markets and trade leads. The Department organizes export seminars and workshops, sponsors and organizes trade missions, trade shows and catalog shows, and represents Arizona firms at overseas trade and catalog shows It also publishes a newsletter on international trade.

CITY AND LOCAL AGENCIES

Many city and local government agencies provide services designed to promote international trade in their areas. The following listing, divided by metropolitan area, presents these agencies and brief descriptions, where available, of their international trade services.

Tucson

City of Tucson
Office of Economic Development
Division of International Trade
City Hall
P.O. Box 27210
Tucson, AZ 85726
(602) 791-5093

The Tucson Division of International Trade seeks to help local firms with exporting and helps promote trade shows. Tucson is also a member of the Community Development Trading Group, a sixteen-city consortium which acts as an export management company.

Tucson Economic Development Corp.
465 West St. Mary's Rd., Suite 200
Tucson, AZ 85701
(602) 623-3673

The Corp provides business services and technical assistance in exporting.

Yuma

Yuma Economic Development Corp.
P.O. Box 1750
Yuma, AZ 85364
(602) 783-0193

UNIVERSITY/COLLEGE PROGRAMS

At many universities and colleges, faculty members have expertise in international affairs and international business, and may provide consulting. Certain universities and colleges offer other services to exporters. Included with the listing of these schools are summaries, where available, of the special services offered.

Phoenix

American Graduate School of International Management
Thunderbird Management Center
59th Avenue & Greenway Road
Glendale, AZ 85306
(602) 978-7210

The Thunderbird Management Center provides custom designed international seminars and training programs for companies, associations, and government agencies. They are especially of interest to management people assigned or being assigned to international operations, employees working in or being assigned to overseas positions, foreign employees of multinational corporations, foreign companies entering U.S. markets, and government agencies involved in export development.

The subjects cover three main areas: International Management Disciplines; Area Studies and Cross Cultural Communications; and Language Skills.

The Center can design a course of two days, for example, on Negotiating in Japan, to 30 weeks for a training course in U.S. management styles for foreign employees of a multinational corporation.

The longer courses and language training are done on campus, but short seminars can be given at company headquarters or anyplace in the world. Subjects of interest to beginning exporters or exporters seeking to expand include: International Marketing, Export Development, Cross-Cultural Communications, International Negotiating Skills, International Service Sector, and intensive language training.

Arizona State University
College of Business
Tempe, AZ 85287
(602) 965-5031

Tucson

University of Arizona
College of Agriculture
Tucson, AZ 85721
(602) 884-2581

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Nogales

Nogales-Santa Cruz County Chamber of Commerce
Kino Park
Nogales, AZ 85621
(602) 287-3685

Phoenix

Arizona Chamber of Commerce
1366 E. Thomas Street
Phoenix, AZ 85014
(602) 248-9172

The Arizona Chamber maintains a library and provides information resources on exporting. It is currently organizing a coalition of Arizona world trade organizations and businesses involved in international trade.

Arizona Mexican Chamber of Commerce
805 North 2nd Street
Phoenix, AZ 85004
(602) 256-2393

Mexican Chamber of Commerce of Arizona
1305 W. McDowell Road
P.O. Box 626
Phoenix, AZ 85001
(602) 252-6448

Phoenix Chamber of Commerce
34 W. Monroe Street
Phoenix, AZ 85003
(602) 254-5521

Tucson

Tucson Chamber of Commerce
465 East St. Mary's Road
Tucson, AZ 85702
(602) 792-2250

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Phoenix

Arizona World Trade Association
34 West Monroe, Suite 900
Phoenix, AZ 85003
(602) 254-5521

The Association offers a referral service for businesses interested in international trade. It also sponsors international trade programs and seminars.

Import-Export Club
American Graduate School of International Management
Thunderbird Management Center
59th Avenue & Greenway Road
Glendale, AZ 85306
(602) 978-7210

Phoenix Economic Growth Corp.
1330 North 1st Street
Phoenix, AZ 85004
(602) 253-9747

World Affairs Council of Arizona
401 North 1st Street
Phoenix, AZ 85004
(602) 254-3345

The Council offers information on specific countries and protocol and maintains resource files on international specialists in Arizona. It also sponsors seminars on international trade and world affairs; schedules appointments for visiting foreign officials and businessmen with local counterparts.

Tucson

Sunbelt World Trade Association
P.O. Box 12863
Tucson, AZ 85732
(602) 747-5700

The Association provides consulting services on exporting and assistance in overseas marketing.

FOREIGN CONSULATES

Generally, the consulates that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country.

The level of representation is indicated in parentheses after the name of the country: (C) indicates a consulate, (CG) a consulate general, and (H) indicates honorary status. For those countries which do not maintain a consulate in Arizona (or which have only an honorary consul), all Washington embassies are listed under a separate heading in the next section. An embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Arizona.

Japan (HCG)
7635 N. 46th Avenue
Glendale, AZ 85301

Mexico (C)
515 10th Street
Douglas, AZ 85607
(602) 364-2275

Mexico (C)
137 Terrace Avenue, Suite 150
Nogales, AZ 85621
(602) 287-2521

Mexico (C)
700 E. Jefferson Street, 1st Floor
Phoenix, AZ 85035
(602) 242-7398

FOREIGN EMBASSIES

The following is a complete listing of foreign embassies in Washington, DC. An embassy can provide information on trading with its home country. In cases where a country does not have a consulate located in a particular state, the country's embassy can also refer an inquiry to the out-of-state consulate or in-state honorary consulate with responsibility for the state in question.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentine Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20008
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta
2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of
2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico
2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco
1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of
1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal
2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The
4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand
37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua
1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of
2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria
2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway
2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of
2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan
2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama
2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea
1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay
2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru
1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines
1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic
2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal
2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Phoenix

Arizona Bank
101 N. 1st Avenue
Phoenix, AZ 85003
(602) 262-2395

Citibank
4041 N. Central Avenue, Suite 7550
Phoenix, AZ 85012
(602) 234-5978

First Interstate Bank of Arizona, N.A.
100 N. Central Avenue
P.O. Box 20551
Phoenix, AZ 85036
(602) 271-6361

First National Bank of Arizona
100 W. Washington Street
Phoenix, AZ 85003
(602) 271-6143

United Bank of Arizona
3300 N. Central Avenue
Phoenix, AZ 85012
(602) 248-2438

Valley National Bank
241 N. Central Avenue
P.O. Box 29529
Phoenix, AZ 85038
(602) 261-1114

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Phoenix

ASR Arizona Disc Exports Co.
3202 N. Scottsdale Road
Scottsdale, AZ 85251
(602) 949-8293

Ambest Export Co.
3702 E. Roeser Road
Phoenix, AZ 85040
(602) 437-4242

Amex Ltd.
615 N. 5th Avenue
Phoenix, AZ 85003
(602) 252-2639

Armour International Co.
Greyhound Tower Station 601
Phoenix, AZ 85077
(602) 951-0051

Comecon Corp.
7975 N. Hayden Road
Scottsdale, AZ 85258
(602) 951-9051

Comp Mech. Inc.
8186 E. Del Cuardo Drive
Scottsdale, AZ 85258k
(602) 483-7102

Executive Business International, Inc.
1420 E. Missouri Avenue
Phoenix, AZ 85014
(602) 266-6928

Hawkins International
3200 N. Central Avenue
Phoenix, AZ 85012
(602) 263-0022

Inter-M Exports
4602 E. Cambridge Avenue
Phoenix, AZ 85008
(602) 840-7819

International Venturesearch
9830 N. 32nd Street
Phoenix, AZ 85028
(602) 971-5347

KLF International
25 W. Thomas Road
Phoenix, AZ 85013
(602) 279-1555

Key International, Inc.
7335 E. Acoma Drive
Scottsdale, AZ 85206
(602) 948-0378

Marchant Sales International
2327 W. Butler Drive
Phoenix, AZ 85020
(602) 995-5382

Marco International
221 S. 35th Avenue
Phoenix, AZ 85009
(602) 272-2671

Construction machinery & equipment, mining machinery.

Militrade International, Inc.
6245 S. Central Avenue
Phoenix, AZ 85040
(602) 276-2400

Mitsui & Co. USA Inc.
3003 N. Central Avenue
Phoenix, AZ 85012
(602) 279-7359

General trading company; all types of products.
Area: Worldwide

Overseas Trading & Shipping Co.
3128 W. Clarendon Avenue
Phoenix, AZ 85017
(602) 230-0827

Pacific Fibers, Inc. 33 E. Ashland Avenue Phoenix, AZ 85004 (602) 254-9452	Textile machinery, raw cotton.
Joseph F. Rizzo Co. 5111 N. Scottsdale Road Scottsdale, AZ 85253 (602) 990-3300	Aviation equipment, electronic components & accessories, machine tools, measuring & controlling devices, plastic products.
Sea-Kay Import-Export International, Inc. 2192 Apache Blvd. Tempe, AZ 85281 (602) 829-8277	All types of products, including high fashion women's apparel, cosmetics, jewelry, perfumes, cattle.
Shamwick International Corp. 7898 E. Acoma Drive Scottsdale, AZ 85260 (602) 483-2168	
Shibuara International, Inc. 600 W. Ray Road Chandler, AZ 85224 (602) 899-0707	
Teksel Inc. 7528-A East First Street Scottsdale, AZ 85251 (602) 941-1811	
Thiem's Co. 1514 W. McDowell Road Phoenix, AZ 85007 (602) 254-6822	
Tramco 3400 S. Mill Avenue Tempe, AZ 85282 (602) 253-3665	Areas: Middle East, Far East
Tyler International Ltd. 5743 E. Thomas Road Scottsdale, AZ 85251 (602) 945-2691	
United Bancorp Export Trading Co. 3300 North Central Avenue Phoenix, AZ 85012 (602) 248-2438	

U.S. Commerce International, Inc.
2432 W. Peoria Avenue
Phoenix, AZ 85029
(602) 997-8672

Valley International Trading Co.
3240 E. Camelback Road, Suite 200
Phoenix, AZ 85018
(602) 957-0057

Automotive parts, agricultural machinery, industrial filters, medical instruments & supplies.

Prescott

Quest International Trade Co.
6470 Airpark Drive
Prescott, AZ 86301
(602) 776-0600

Tucson

Executive Business International, Inc.
2096 N. Kolb, Suite 103
Tucson, AZ 85715
(602) 722-8229

Exportran, Inc.
4742 N. Oracle Road
Tucson, AZ 85705
(602) 742-4123

Pima International Corp.
5533 E. Speedway
Tucson, AZ 85712
(602) 886-5948

Wiesman & Co., Inc.
1916 E. Fort Lowell Road
Tucson, AZ 85719
(602) 323-1760
Telex: 66-6479 WIEXCO TUC

Pumps & related products, electric motors, welding equipment & accessories, safety equipment, power transmission equipment, air compressor accessories, valves & gauges, hardware & tools.
Area: Worldwide

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Douglas

Bob Fernandez & Sons Consultants
461 Pan American
P.O. Box 780
Douglas, AZ 85608
(602) 364-8500

International manufacturing consultants with services in areas such as: manufacturing operations in Mexico, establishing twin plants (maquiladoras) and shelter programs.

Shannon, Burdette & Associates
Route 1, Box 215R
Douglas, AZ 85607
(602) 364-3944

Consulting on Mexican requirements relative to establishing a manufacturing facility in Mexico including maquiladora "twin plant" and "shelter" type of services.

Flagstaff

Robert Corby
2569 N. Oakmont Drive
Flagstaff, AZ 86001
(602) 526-1884

Nogales

Collectron of Arizona, Inc.
P.O. Box 1931
Nogales, AZ 85628
(602) 287-6954

Shelter plan operator helping U.S. manufacturers establish operations in Mexico under the Mexican maquiladora program.

International Assemblers, Inc.
2690 Tucson-Nogales Highway
P.O. Box 1239
Nogales, AZ 85628
(602) 281-9149

Provide assistance to companies starting operations in Mexico.

William F. Joffroy, Inc.
3000 Mariposa Road, Box 698
Nogales, AZ 85621
(602) 287-9185
Telex: 66-5530 JOF NOG

Servicing of twin plant concept under Items 806/807 TSUS.

The Pinas Group
750 Grand Avenue
Nogales, AZ 85621
(602) 281-2292

Subcontracting representative for many American manufacturers in Mexico.

Twin Plant Consultants
P.O. Box 2496
Nogales, AZ 85621
(602) 287-9185

Consulting regarding U.S. Customs compliance issues for articles entered into the U.S. under Items 806/807 TSUS and under GSP.

Phoenix

Agri-Data Systems, Inc.
2432 W. Peoria, Suite 1323
Phoenix, AZ 85029
(602) 944-1588

Dairy, poultry & hogs.

Arthur Andersen & Co.
101 N. First Avenue, Suite 2100
Phoenix, AZ 85003
(602) 257-9237

International accounting.

Lius Aranda
Arizona State University
Tempe, AZ 85287
(602) 965-3251

Antonia Certosimo
Arizona-Mexico Commission
P.O. Box 13564
Phoenix, AZ 85002
(602) 255-1346

Peter C. Childs
3533 E. North Lane
Phoenix, AZ 85028
(602) 996-8798

Coopers & Lybrand Valley Bank Center Phoenix, AZ 85004 (602) 257-5000	International accounting.
Deloitte Haskins & Sells 100 W. Washington Street Phoenix, AZ 85003 (602) 257-8333	International accounting.
Ernst & Whinney 100 W. Washington Street Phoenix, AZ 85003 (602) 252-6583 Branch Office: 7501 E. McCormick Parkway Scottsdale, AZ 85258 (602) 483-3500	International accounting.
Euroffice Consultant 7120 E. Indian School Road Scottsdale, AZ 85251 (602) 949-0707	
Global Consulting, Inc. 1661 E. Camelback Road, #250 Phoenix, AZ 85016 (602) 234-0057	
The Greyhound Corporation Greyhound Tower, Suite 1805 Phoenix, AZ 85077 (602) 248-5657	
B. Duane Hall 8500 Via Mia Scottsdale, AZ 85258 (602) 948-4154	
INA - International Inc. First Federal Bldg. 3003 N. Central Avenue, Suite 1200 Phoenix, AZ 85012 (602) 230-0448 Telex: 49-72176 GABI UI	Country-risk analysis feasibility studies, countertrade, technology transfer, international investment.
Lewis and Roca 100 W. Washington Street, Suite 2200 Phoenix, AZ 85003 (602) 262-5311 TWX: 910-950-1175	International legal services, including international trade and "Twin Plant" programs.

Matta Consulting Services, Ltd.
Glendale, AZ
(602) 934-0017

Mottek International Corp.
7402 E. Camelback Road, Suite A
Scottsdale, AZ 85251
(602) 941-1682

Peat Marwick Mitchell & Co.
2020 N. Central Avenue, Suite 1200
Phoenix, AZ 85004
(602) 253-2000
Branch Office:
1415 E. Guadalupe Road
Tempe, AZ 85283
(602) 831-1250

International accounting.

Helen Peters
301 S. 4th Avenue
Phoenix, AZ 85003
(602) 257-0333

The Phoenix Aspen Group
1130 E. Missouri Avenue
Phoenix, AZ 85014
(602) 264-4327

Price Waterhouse
3300 N. Central Avenue
Phoenix, AZ 85012
(602) 274-0550

International accounting.

Joseph F. Rizzo Co.
5111 N. Scottsdale Road, Suite 105
Scottsdale, AZ 85253
(602) 990-3300

Aviation equipment, electronic components & accessories, machine tools, measuring & controlling devices, plastic products.

Susan Shultz and Associates
6001 East Cactus Wren Road
Paradise Valley, AZ 85253
(602) 957-0057

Valley International Trading Co.
3240 E. Camelback Road
Phoenix, AZ 85018
(602) 957-0057

Arthur Young & Co.
2111 E. Highland Avenue
Phoenix, AZ 85016
(602) 956-6999

International accounting.

Tucson

Davis Siegel & Gugino, P.C. 2730 E. Broadway, Suite 250 Tucson, AZ 85716 (602) 881-4984 TWX: 510-100-0094	Wide range of international, commercial & legal services with experience in Mexico, Chile, Saudi Arabia, Japan & Taiwan.
Manufacturers International, Inc. 3661 N. Campbell Avenue, Suite 112 Tucson, AZ 85719 (602) 299-3899	Assistance in establishing foreign manufacturing/assembly facilities, principally in Mexico.
Offshore International, Inc. 428 N. Dodge Blvd. Tucson, AZ 85716 (602) 323-1119	Assistance in establishing assembly operations in Guyamas, Mexico.
Ian Ornstein, Innovative Formulations 727 S. Park Avenue Tucson, AZ 85719 (602) 628-1553	

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

O'Connor, Cavanagh, Anderson, Westover,
Killingsworth & Beshears
First Federal Savings Bldg., Suite 1800
3003 North Central Avenue
Phoenix, AZ 85012
(602) 263-3811

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Douglas

William F. Joffroy, Inc.
402 First Street
P.O. Box AA
Douglas, AZ 85607
(602) 364-9416

Charles B. Lay, Customs Broker
230 International Avenue
P.O. Drawer JJ
Douglas, AZ 85608
(602) 364-7557

Nogales

William C. Joffroy Inc.
P.O. Box 698
Nogales, AZ 85628-0698
(602) 287-9185
Telex: 66-5530 JOFFROY NOG
Fax: 602-287-3203

Pacific Brokerage Co.
P.O. Box 1269
Nogales, AZ 85928-1269
(602) 281-1722
Telex: 66-5526

Shannon Brokerage Co.
P.O. Box 430
Nogales, AZ 85628
(602) 287-3671

Phoenix

AZ Pacific Freightways, Inc.
4010 S. 30th Street
Tempe, AZ 85282
(602) 243-1881

Arizona Customs Brokers
2526 E. University Drive
Phoenix, AZ 85034
(602) 273-0912

Beeline Brokers
8164 West Buckeye Road
Phoenix, AZ 85043
(602) 233-1945

W.J. Byrnes & Co. (*)
2873 East Sky Harbor Blvd.
Phoenix, AZ 85034
(602) 244-1752

Clipper Express Co.
1380 North 19th Avenue
Phoenix, AZ 85009
(602) 257-8774

Dynamic Airfreight Co., Inc.
2873 East Sky Harbor Blvd.
Phoenix, AZ 85034
(602) 273-6999

Evergreen International Airlines
2875 East Sky Harbor Blvd.
Phoenix, AZ 85034
(602) 275-5244

The Interport Co.
4251 N. Marshall Way
Scottsdale, AZ 85251
(602) 990-8644

Intertrans Corp. (*)
845 S. Edward Drive
Tempe, AZ 85281
(602) 829-8585

Janel International Forwarding Co., Inc.
2223 South 48th Street
Tempe, AZ 85282
(602) 431-0577

Jet Light Inc.
2443 West 12th Street
Tempe, AZ 85281
(602) 966-2325

William F. Joffroy Inc.
802 S. 56th Avenue
Phoenix, AZ 85043
(602) 269-1394
Airport Office:
2875 E. Sky Harbor Blvd.
Phoenix, AZ 85034
(602) 267-1307

Kintetsu World Express USA Inc.
1515 W. University Drive
Tempe, AZ 85281
(602) 966-6971

Henry E. Kloch & Co., Inc. (*)
8220 E. Captain Dreyfus Avenue
Scottsdale, AZ 85260
(602) 991-0185

Kuehne & Nagel
3414 S. 48th Street
Phoenix, AZ 85040
(602) 968-2200

McGregor Sea & Air Services
3922 E. Air Lane
Phoenix, AZ 85034
(602) 275-3320

Nippon Express USA
3920 E. Air Lane
Phoenix, AZ 85034
(602) 273-9986

Ocean Traffic Services
2875 Sky Harbor Blvd.
Phoenix, AZ 85034
(602) 275-8541

Panalpina Inc. (*)
437 S. 48th Street
Tempe, AZ 85281
(602) 968-1548

Pandair Freight Inc.
3416 S. 48th Street
Phoenix, AZ 85040
(602) 894-9816

Profit Freight Systems
3916 E. Air Lane
Phoenix, AZ 85034
(602) 275-1882

Radix Group International, Inc. (*)
4202 E. Elwood Street
Phoenix, AZ 85040
(602) 437-2920

Charles M. Schayer & Co. (*)
802 S. 56th Avenue
Phoenix, AZ 85043
(602) 233-3855

Schenkers International Forwarders (*)
2328 E. Van Buren Street
Phoenix, AZ 85006
(602) 273-0862

Tucson

W.J. Byrnes & Co.
2700 East Bilby, Suite 201
Tucson, AZ 85706
(602) 889-2275

William F. Joffroy, Inc.
Tucson International Airport
2600 East Los Reales
Tucson, AZ 85706
(602) 294-2659

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Phoenix

Americana
8611 N. 32nd Avenue
Phoenix, AZ 85051
(602) 973-1900

AN International Translation Center
4513 N. 12th Street
Phoenix, AZ 85013
(602) 265-0678

Berlitz Translation Services
55 E. Thomas Road
Phoenix, AZ 85012
(602) 265-7333

Luz E. Fuenzalida
(602) 870-1405

International Trip Co. Ltd.
5502 E. Calle Redondo
Phoenix, AZ 85018
(602) 952-1582

McCutcheon Translation Services
41 W. McLellan Blvd.
Phoenix, AZ 85013
(602) 241-9779

Modern Technology Media
3008 N. 80th Lane
Phoenix, AZ 85033
(602) 247-0623

Nu-Horizons Enterprises
2659 W. Guadalupe Road
Mesa, AZ 85202

Professional Interpreters Corp.
9128 E. Gelding Drive
Scottsdale, AZ 85260
(602) 860-8915

Translation Services of Arizona
700 E. Jefferson Street
Phoenix, AZ 85034
(602) 253-6282

Word Communications International Inc.
4513 N. 12th Street
Phoenix, AZ 85014
(602) 274-8323

World Translation Services
10256 N. 37th Avenue
Phoenix, AZ 85051
(602) 938-0273

Tucson

Aztlan Language Services
2749 N. Cortez Pl.
Tucson, AZ 85705
(602) 622-5536

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

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TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____